

VENEZUELAN DISCUSSION  
AGREEMENT

FMC No. 203-011383-004

First Revised Page No. 5

(b) This Agreement does not authorize the establishment of common tariffs or service contracts, but the signatories may agree to aggregate the volume of cargo for purposes of time volume rates separately published in their individual tariffs. The signatories are not required hereunder to agree upon, or if they do agree, to adhere to, any rates, charges, practices or any other terms or conditions of transportation service.

(c) The signatories may meet to conduct business hereunder in person, by telephone or by written, telex or telefax exchanges. Before, during or after any meeting in order to foster a consensus, any and all signatories may communicate directly with each other and express their views with respect to any matter authorized herein.

(d) To further assist in reaching a consensus each signatory may communicate directly with some or all of the other signatories and exchange information with them, with respect to any matter authorized herein prior to or after meetings of the Agreement. In the event a Conference is a signatory, communications and discussions authorized hereunder may be held between a conference member(s) (or designated Conference representative) and one or more signatories hereto.

(e) Any two or more signatories are authorized to reach agreements to charter space aboard vessels to one another in the Trade upon such terms and conditions as they may decide from time to time. The Agreement shall submit a quarterly report stating the names of the parties to chartering arrangements hereunder, the amount of space chartered (expressed in TEU's), the commencement and termination date of such activity, and port or ports to or from which it applies. In the event that no activity has taken place, the report shall so state.

(f) The parties are authorized to meet, discuss, negotiate, exchange information, and enter into agreements with any Shipper, Shipper's Association, or other shipper group concerning any matter within the scope of Article 5 of this Agreement, including rates, charges, practices, and service contracts subject to filing in the parties' respective tariffs and/or service contracts, and with respect to other matter of common interest.



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ARTICLE 6: OFFICIALS OF THE AGREEMENT AND DELEGATION OF  
AUTHORITY

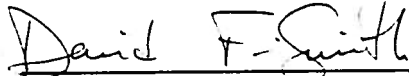
(a) The signatories may appoint an Agreement Managing Director and other administrative officials as they deem appropriate.

(b) The persons authorized to execute and file the Agreement or any subsequent modifications thereto with, and submit associated supporting materials to, the Federal Maritime Commission are the Managing Director, legal counsel for the

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SIGNATURE PAGE

IN WITNESS WHEREOF, the parties to Agreement No. 202-011383 hereby agree this 20th day of October, 1992, to amend the Agreement as per the attached First Revised Page No. 5 and Original Page No. 5a, and to file same with the U.S. Federal Maritime Commission.



David F. Smith  
Counsel to Agreement  
No. 202-011383  
Authorized to Execute  
Modification Pursuant to  
Article 6(b) of Agreement